



Business Investment Program Grant
Public Hearing
Dentsply North America, LLC

Mecklenburg Board of County Commissioners

March 06, 2019

Dentsply Sirona

About the Company



- Dentsply Sirona is the world's largest manufacturer of professional dental products and technologies. It manufactures everything from equipment like x-ray machines and polishers to consumables like tooth pastes and fluoride treatments
- Formed by a merger in 2016 of two companies each more than 130 years old, Dentsply has more than 15,000 employees globally and is headquartered in York, PA
- The merged organization had \$3.9 billion in sales in 2017 and is part of the S&P 500 and NASDAQ 100



Dentsply Sirona

Project Details

- \$3.0 million in new personal property taxable investment
 - 320 new employees
 - \$71,000 average annual salary
- Dentsply is seeking to establish a North American Regional Commercial Organization Center that will serve as the hub for Sales, Service, Training, Marketing and Executive functions
 - Approximately 100 jobs to be relocated and 220 jobs to be filled locally

Position / class	Count	Average Salary
Marketing	42	\$80,000 - \$90,000
Sales operation	40	\$80,000 - \$90,000
Customer Service	118	\$55,000 - \$65,000
Clinical Education	35	\$70,000 - \$80,000
Inside Sales	79	\$60,000 - \$70,000
Executives	6	\$175,000 - \$185,000
Total / Average	320	\$71,000



Dentsply Sirona

Competitive Options

Pennsylvania

- \$2,800,000

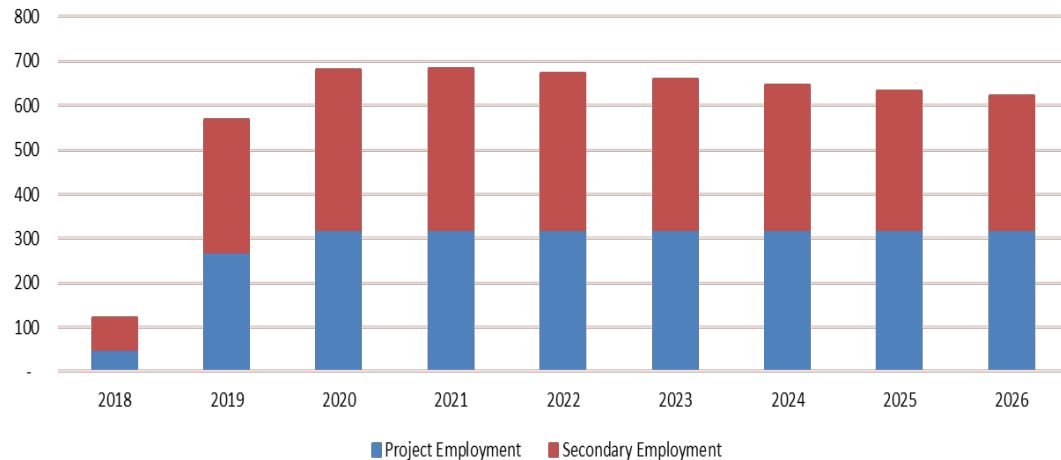
The company considering expanding at its headquarters location in York, PA:

- York, Pennsylvania
 - \$2,800,000 – Local tax credits



Dentsply Sirona | Employment and Tax Impacts

Estimated secondary employment in final year of grant is 354 jobs for a total of 674 jobs created



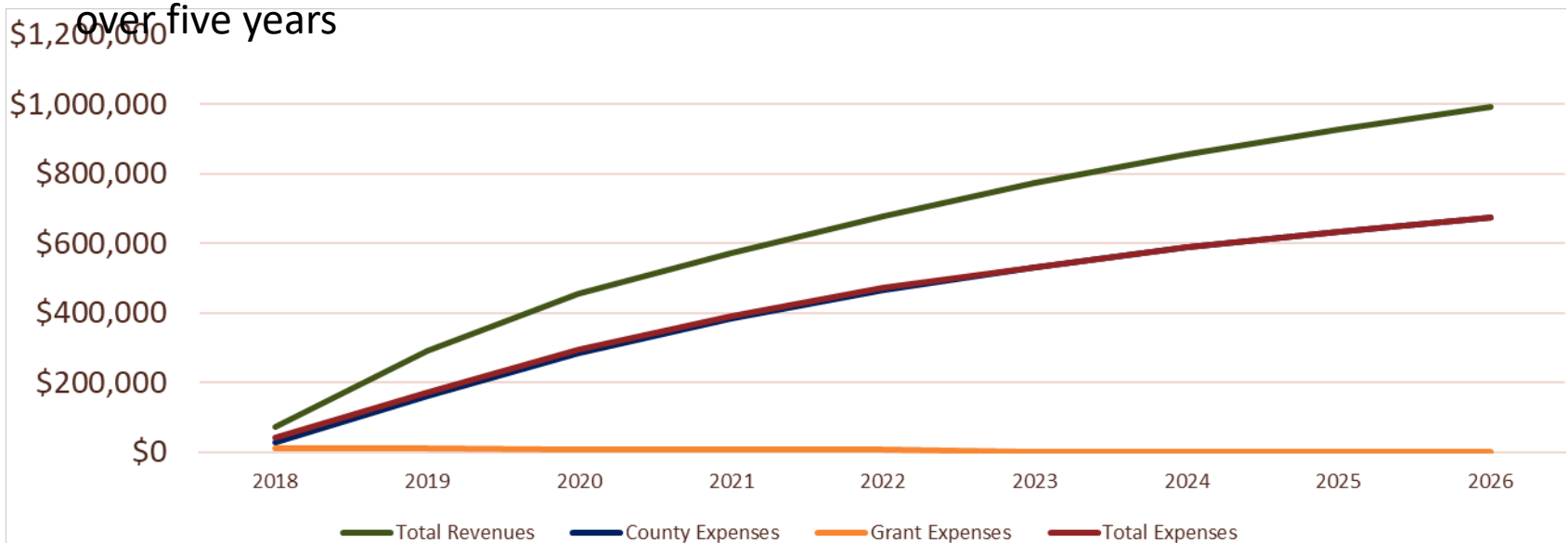
Estimated annual sales tax revenue in final year of grant is \$272,489



Business Investment Program Grant

Dentsply Sirona | Estimated Fiscal Impacts

Dentsply North America, LLC is expected to net the County \$206,079 in revenue in the final year of the grant term for a cumulative net of \$699,441 over five years



	2018	2019	2020	2021	2022	2023	2024	2025	2026
Revenue	74,312	290,620	453,667	572,307	677,673	772,657	855,861	927,277	991,032
Expense	40,795	170,706	293,965	392,078	471,594	531,669	586,912	633,873	675,084
Net	33,517	119,914	159,702	180,229	206,079	240,987	268,950	293,404	315,948
Cumulative	33,517	153,432	313,134	493,363	699,441	940,428	1,209,378	1,502,782	1,818,730



Dentsply Sirona Partner Incentives

- The project meets all criteria for a five year, 50% Business Investment Program Grant
- The Board of County Commissioners indicated its intent to support the grant in a closed session on August 8, 2018
- The State of North Carolina approved incentives on September 25, 2018:
 - JDIG – \$3,800,000
 - Customized Training – \$384,000

Dentsply North America BIP

Partner	Amount
County	\$43,436
City of Charlotte	\$0
State	\$4,184,000
Total	\$4,227,436





Board Action

- Adopt a resolution approving a Business Investment Program grant to Dentsply North America, LLC for a total estimated amount of \$43,436 and authorize the County Manager to negotiate and execute any and all necessary contract documents

